



U.S. DEPARTMENT OF COMMERCE  
International Trade Administration

# BISNIS SEARCH FOR PARTNERS

*Published by the Business Information Service for the Newly Independent States (BISNIS)*

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BISNIS publishes **SEARCH FOR PARTNERS** to help U.S. companies find investment opportunities in the expanding markets of the former Soviet Union.

**SEARCH FOR PARTNERS** is also distributed via bi-weekly email broadcast. A limited selection of these leads are published in this monthly newsletter. Previous email broadcasts are available through the BISNIS home page at [www.bisnis.doc.gov](http://www.bisnis.doc.gov). To receive the biweekly report, email BISNIS at [bisnis@ita.doc.gov](mailto:bisnis@ita.doc.gov) or call (202) 482-4655.

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## ARMENIA

**Industry:** Construction Equipment

**Company:** Stone Technology

Stone Technology was established in 1998 as a limited liability company. It specializes in the production of granite/marble tiles and slabs. The company owns 10,000 sq.m. of industrial and storage space and operates granite and marble quarries near the town of Hrazdan, in Kotayk Province. Stone Technology is a member AMF Group, one of the largest groups of private companies in Armenia. The group's enterprises are involved in manufacturing and energy supply, as well as construction, food processing, telecommunications, and banking.

The company intends to upgrade its facilities to increase production volume. It seeks a U.S. investor help procure U.S.-made stone processing equipment. Stone Technology's contribution to the project will include the possibility of joint exploitation of the quarries, highly qualified staff, existing facilities, and partial financial investment.

Proposed investment for this project is \$14-15 million, with a 3-year anticipated payback period. A business plan in

## ATTENTION READERS!

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English is available. The company can conduct business in English.

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**Source:** BISNIS Representative in Armenia

**LeadLink:** <http://www.bisnis.doc.gov/bisnis/lead.cfm?383>

## **KAZAKHSTAN**

**Industry:** Oil and Gas Field Development

**Company:** Kazakhstan Investment Financial (KIF) Holding

Kazakhstan Investment Financial Holding (KIF), a privately owned and managed Kazakhstani company established in 1998, specializes in project finance, financial consulting, and equity participation.

KIF's headquarters is in Almaty, with branch offices in Shymkent and Ust-Kamenogorsk. The company currently employs 32 people and has annual sales revenues of US\$1 million. According to the company's representative, KIF employs a team of experts and managers with extensive experience and excellent business contacts in the banking and investment sectors in Kazakhstan and internationally. KIF provides services for local and foreign companies in Kazakhstan. It develops projects in oil and gas (Kopa oil field development), agribusiness (cotton processing plant), food processing (corn processing plant, bakery), the environmental sector (urban waste processing plant), and general services sector (retail network).

KIF participates in the equity of all projects. One of its projects is the Kopa oil field in Aktyubinsk Oblast (north-western Kazakhstan). According to KIF, reserves of the field total 2.8 million tons, with recoverable reserves of 600,000 tons. It is located 15 kilometers from the Aktobe-Atyrau railroad line and the Atyrau-Orsk oil pipeline. The exploration of the field was started in 1958-1965, stopped and then was revived in 1995. To develop this project KIF is seeking US\$12 million in equity investment. The project is subject to tax holidays. A feasibility study in English, geological information, and structure maps are available upon request.

KIF seeks a U.S. business partner to develop its Kopa oil field project. Also, KIF would like to become a representative of a U.S. financial investment company in Kazakhstan. The company can conduct business in English.

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**Source:** BISNIS Representative in Kazakhstan

**LeadLink:** <http://www.bisnis.doc.gov/bisnis/lead.cfm?96>

## **MOLDOVA**

**Industry:** Food Processing and Packaging

**Company:** FinFarm SRL

FinFarm SRL is a privately owned Moldovan company specializing in the production of oak barrels for storing wine and cognac, and oak staves for coopers. Established in 1992, FinFarm employs six people and has annual sales of US\$40,000. The company exports 80 percent of its output to European markets, including Austria, Greece, and Bulgaria. The company claims that it is the only local manufacturer of wooden barrels for export. According to the company, its output is produced using French technology and is of high quality. Local, inexpensive raw materials and low-cost labor are used. The company says there are no Moldova-specific export barriers.

Together with a U.S. partner, the Moldovan company would like to set up a joint venture for the production and marketing of oak barrels. FinFarm is seeking equity financing of US\$30,000 and possibly some manufacturing equipment. The financing will be used primarily for the acquisition of raw materials. Other cooperation arrangements, excluding financing, are possible. The Moldovan company will undertake to produce high-quality barrels and contribute to the venture another 30 percent in equity. The payback period for the project does not exceed 2 years. The company has audited financial statements and an English business plan. The company's managing director is fluent in English.

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**Source:** BISNIS Representative in Moldova

No LeadLink is available for this lead at this time.

## **NIZHNY NOVGOROD, RUSSIA**

**Industry:** Business Furniture and Fixtures

**Company:** Tsvet

Tsvet is an open joint stock company that was founded in 1959. The company specializes in manufacturing gas and liquid chromatographs, titrators for research and commercial applications, furniture for research centers, and dispatching and controlling equipment for the energy sector. Tsvet has 460 employees. Its annual sales total US\$3 million. The company occupies a total of 10 hectares of land and 25,000 sq.m. of production space. It holds a number of patents and invention certificates.

Tsvet is interested in forming a joint venture with a U.S. investor to manufacture specialty furniture for research centers and laboratories. The Russian company will provide a

production facility, labor and some equipment. An American company is expected to put in up-to-date machinery and some working capital. Tsvet can conduct business in English.

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**Source:** BISNIS Representative in Nizhny Novgorod  
**LeadLink,** <http://www.bisnis.doc.gov/bisnis/lead.cfm?401>

## **NOVOSIBIRSK, RUSSIA**

**Industry:** Restaurant Equipment

**Company:** Domino Ltd.

Domino was established in 1992, and employs 45 people. The company specializes in wholesale and retail of more than 1,500 items: various types of equipment, furniture and inventory for bars, restaurants, fast-food restaurants and stores, and accessories and spare parts for the equipment. In addition, the company produces some of the equipment and inventory for restaurants. Its production volume totals US\$100,000, and its annual sales total US\$2 million. The company has international business experience with companies from England, Germany, Poland, Italy, France, the United States, and China. Clients of the company are restaurants, bars, stores, bakeries, and food-processing firms in the Siberian Region.

The company seeks a U.S. supplier of new, inexpensive, or used food-processing equipment for various types of restaurants and bars including nonrefrigerating equipment, furniture, and disposable dishes.

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**Source:** BISNIS Representative in Novosibirsk  
**LeadLink,** <http://www.bisnis.doc.gov/bisnis/lead.cfm?397>



**Industry:** Computer Software and Services

**Company:** Novosoft

Novosoft was established in 1998. The company specializes in developing various types of software, such as desktop applications, client/server applications, communications/networks, Internet/Intranet applications, business database applications, etc. The company employs 19 people. It has international business experience with companies from the United States, Canada, Australia, Germany, Austria, New Zealand, and England.

The company seeks a U.S. partner to create a mail portal system for the mobile and wireless North American and European Internet markets using the GSM standard (PCS support planned). The portal will be used to integrate mobile

telecommunications systems (SMS, WAP) with regular mail portals and web-based calendar systems. The company is going to offer an advertisement-oriented portal and a separate commercial product for sale to mobile telecommunications operators and content-providers. The user will have ability to save and store all incoming and outgoing messages, native language support, and an easy-to-use planning system. The company's product will help the user to optimize his mail communications and provide more opportunities for mobile Internet access. After the initial release, the company is considering getting additional investors and preparing for an IPO.

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**Source:** BISNIS Representative in Novosibirsk  
**LeadLink,** <http://www.bisnis.doc.gov/bisnis/lead.cfm?407>

## **PERESLAVL, RUSSIA**

**Industry:** Packaging Equipment (other than food)

**Company:** Gusar

Gusar, a limited partnership and a family business, was established in 1994. The firm currently employs 45 people. The company runs eight trading sites in Pereslavl (Yaroslavl Oblast), mainly specializes in selling food products. Gusar also owns 3,000 square meters of production space and 600 square meters of warehouse, garage, and office space.

In 1999, Gusar's sales revenues totaled US\$330,000; in 1998 – US\$104,000 (January-October) and US\$100,000 (October-December); in 1997 – US\$1,130,000.

Local consumers and retail stores are the main customers of Gusar, which is the second largest retail company in the city of Pereslavl-Zalessky (in 1997, Kodak selected Pereslavl as its production site).

Since 1996, the company actively seeks foreign partners for its production projects. It has become a member of the International Investment Center (IIC) in Yaroslavl, the regional capital. Led by a former Russian Federal Duma Deputy, the IIC is also very active in providing support to the local businesses. IIC was founded in 1992 as a nonprofit organization for promoting international relations and facilitating foreign investment in Central Russia and for conducting research and launching professional exchange programs. The center works closely with such organizations as United Nations, World Bank, VOCA, IREX, Eurasia Foundation, and others. In 1997, the IIC opened a representative office in the state of Florida, and in 1998 was accredited by the UN's Board on Economic and Social Affairs.

Currently, Gusar seeks a U.S. partner for producing flexible polymeric packaging materials with applied print. The company has the necessary equipment for producing the material and applying the necessary print, however, it lacks the package-making machinery. According to the company, there is a strong potential market for this type of locally pro-

duced product. Approximate project cost is US\$250,000; estimated payback period is 1.5 years. Leasing is a possibility. The U.S.-Russia Investment fund, which provides loans to small businesses and conducts a leasing program, is active in Yaroslavl and can be a source for project financing. Gusar is also eligible for local tax exemptions.

**Contact:** Valeriy Gusarov, Director

Vitaly Gusarov, Commercial Director  
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**Source:** BISNIS representative in Moscow

**LeadLink:** <http://www.bisnis.doc.gov/bisnis/lead.cfm?400>

## **ROSTOV-ON-DON, RUSSIA**

**Industry:** IT Consulting

**Company:** Don Holding Company

The Don Holding Company was established in 1994 as a private enterprise. It has 300 employees. The company is engaged in the supply and service of a wide range of office equipment, has production facilities, and operates service companies (laundry, restaurants, etc.). This comprises 80 percent of its business. It is also involved in local construction projects. Its sales in 1997 were US\$12 million, in 1998 - US\$11 million, and in 1999 - US\$7 million.

DHC operates in local (80 percent) and regional (20 percent) markets. Its main customers are state and private companies. The company has been importing construction materials and different equipment since 1997. It is a distributor for the following producers: Isselbaeher Food Service equipment (Germany), Arneg (Italy), and Siemens. It also has had one-time trading deals with Pan Pal (USA) for construction materials, Armstrong World Industries (USA) for construction materials, and Electrolux (Sweden). A number of company's subsidiaries conduct business in different sectors, such as construction, equipment supply, and telecommunications.

Don Holding Company is looking for U.S. partner, experienced in designing and supporting a website (Business to Business), to create such a site in Rostov. The American partner is expected to finance and develop a concept for this site and promote it in the United States (or other foreign countries) among suppliers of products and equipment. Don Holding Company's contribution will be to finance local infrastructure and perform orders concerning delivery, customs clearance, equipment installation and service as well as maintenance of the web site.

The company is ready to answer any proposal concerning this project and can conduct business in English. The financial part of the project, as well as terms of participation, are negotiable.

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**Source:** BISNIS Representative in Samara

**LeadLink:** <http://www.bisnis.doc.gov/bisnis/lead.cfm?414>

## **TOGLIATTI, RUSSIA**

**Industry:** Technology Transfer

**Company:** Stankoproekt

Limited partnership Stankoproekt was founded in March 1999. However, the team of 5 highly qualified engineers has a 9-year history. The engineers originally worked together in a laboratory at the Togliatti Technical University, before deciding to found a company.

The main types of Stankoproekt's activity are: development and implementation of innovations in machine building; creation of original technologies, technological equipment and instruments for finishing processing; and distribution of licenses for its own inventions.

Stankoproekt is the owner of 50 patents for its inventions. In 1999 company's sales totaled \$15,000. Its main customers are local and national automobile and car component producers, such as AutoVAZ (Togliatti) and DAAZ (Ulyanovsk region).

Stankoproekt is interested in establishing contacts with U.S. producers of ball pins for implementation of a new technology: BALL PIN SPHERE SURFACE PLASTIC DEFORMATION FINISHING BY A PLANETARY ROLLING METHOD. Stankoproekt is also looking for an intermediary company/person to facilitate cooperation with any potential U.S. partners. The company is willing to submit all necessary information to a potential partner, including intermediaries. The company is able to communicate in English.

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**Source:** BISNIS representative in Samara

**LeadLink:** <http://www.bisnis.doc.gov/bisnis/lead.cfm?412>

## **SAMARA, RUSSIA**

**Industry:** Computer Software and Services

**Company:** Fintransservice

Fintransservice is a closed joint-stock company, founded in 1992 and based in Samara. Its main activities are software development, information technologies (20%); research and design works, development of technological and design solutions for industrial enterprises (30%); and financial consulting, cash flow optimization (50%).

Fintransservice employs 6 permanent employees and has a pool of 40 innovative engineers and programmers, contracted for specific periods of time for project implementation. Seventy percent of company's customers are local pri-

vate businesses.

Fintransservice is a member of the Samara Regional Union of Employers, which unites all the largest industrial enterprises of the Samara Region. It allows Fintransservice to receive information on contract opportunities and industrial potential of regional enterprises. Fintransservice also holds patents for some of its products. The company is going to start foreign economic activity and has an agreement for the promotion of its products and services with the State Enterprise Promexport.

Fintransservice is looking for U.S. partner for joint activity in the field of software development for foreign and local companies. In case of large projects, assistance in the purchase of licensed equipment and software, as well as in soliciting foreign clients, are expected from a potential partner. The company can conduct business in English.

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Email: zaofits@mail.vis.ru

**Source:** BISNIS Russian-language Website

**LeadLink,** <http://www.bisnis.doc.gov/bisnis/lead.cfm?398>

## **ST. PETERSBURG, RUSSIA**

**Company:** Freedom

**Industry:** Sporting Goods (Distribution)

Freedom is a St. Petersburg-based company that distributed Western sporting goods in northwestern Russia. In addition, the company operates two retail stores in downtown St. Petersburg. The company was founded in 1997. Its annual turnover in 1998 was US\$232,000 and US\$75,000 in 1999. The decline in annual turnover reflects the impact of the Russian financial crisis in summer 1998. Positive economic changes should increase company's turnover in 2000.

Freedom would like to become a distributor of American sporting goods and recreational products in Russia. The company believes that the market is dominated by expensive top-name brands and low quality Asian products. A market for mid-priced goods exists and provides opportunities for interested U.S. firms. Should a distributor relationship with a U.S. partner be productive, Freedom believes that there is a market for establishing local production of sporting goods.

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**Source:** BISNIS Representative in St. Petersburg

**LeadLink,** <http://www.bisnis.doc.gov/bisnis/lead.cfm?408>

## **YEKATERINBURG, RUSSIA**

**Industry:** Water Resources Equipment and Services

**Company:** Urals Branch of Standardization and Metrology

The Urals Branch of the Russian Academy for Standardization and Metrology, established in 1951, is a government

body for standards' conformity. This organization seeks a U.S. partner to conduct research to unify Russian and U.S. water purification standards and to propose related technology and equipment for that purpose. The Urals Branch of the Russian Academy for Standardization and Metrology will contribute 50 percent of the overall costs for the project.

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**Source:** BISNIS Representative in Yekaterinburg

**LeadLink,** <http://www.bisnis.doc.gov/bisnis/lead.cfm?216>

## **ULAN-UDE, RUSSIA**

**Industry:** Construction Materials (Insulation)

**Company:** Reinforced Concrete Plant

The Reinforced Concrete Plant was established in Buryatia (Eastern Siberia) in 1959 and privatized in 1995. It is a joint-stock company employing 180 people. The company possesses a large production site, including a production facility, an open warehouse for finished products, a compressor house, a garage, a boiler house, and an administrative building.

Production of pre-cast concrete constitutes 80 percent of the company's business; the company is also engaged in production of polystyrene foam (5 percent) and processing concrete aggregates (15 percent). The company's sales in 1999 were US\$264,000 and production volume totaled 1,700 cubic meters of pre-cast concrete. The company's customers include private businesses (60 percent), local government (30 percent) and state enterprises (10 percent).

The new strict policy for the insulation of buildings in Russia has generated great demand for insulation materials in various industries in Buryatia. The estimated demand today is up to 50,000 cubic meters per year, 15-20 percent of which is supplied by various Russian and foreign companies. The remainder of local demand remains unmet.

The company plans to establish production of insulation materials utilizing basalt fiber and seeks a U.S. partner able to provide new technologies and production equipment. The plant is willing to provide its production facilities, labor, raw materials, energy sources, and transportation (automobile and railroad). The company can conduct business in English.

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**Source:** BISNIS representative in Khabarovsk

**LeadLink,** <http://www.bisnis.doc.gov/bisnis/lead.cfm?393>

## **VLADIVOSTOK, RUSSIA**

**Industry:** Food Processing and Packaging (Beverages)

**Company:** Limonnik

Limonnik is a growing company that develops and produces food supplements using natural plants and herbs from the Ussuri Taiga area, including ginseng, eleuterococcus, schizandra etc. The company has patents and technologies to produce beverage concentrates. While there are many local beverage producers, Limonnik is the only local producer of beverage concentrate. The company is currently considering expansion and seeks an equipment supplier. Limonnik will finance the purchase with cash and a bank loan; however, leasing is preferred.

The U.S. partner will provide juice extractors, tea and powder packaging equipment, and a small beverage producing plant.

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**Source:** BISNIS Representative in Vladivostok

**LeadLink,** <http://www.bisnis.doc.gov/bisnis/lead.cfm?357>

## **YUZHNO-SAKHALINSK, RUSSIA**

**Industry:** Financing/Business Support

**Company:** Non-Commercial Fund for Small Business Support

The organization was established in 1999 as a nongovernmental, noncommercial organization in order to grant guarantees for loans to local private businesses. Currently, the foundation is the only organization on the island established to give such guarantees.

Many of the organization's clients are interested in obtaining goods from American manufacturers. One of the major obstacles is lack of money and limited possibilities to obtain loans from local banks. Local banks, which are very limited in their ability to track project implementation, do not like to deal with small and medium-size companies.

The organization wants to establish a guarantee fund (money to be kept in both Russian and American banks). A description of the scheme of funds distribution and guarantees is available.

The Russian side can provide marketing and other consulting services aimed at promoting US goods locally. Needed from a potential partner is up to US\$500,000 in order to form the initial guarantee fund. A business plan is available in both English and Russian. Estimated return on investment is up to 1 year. A license is available. Staff of the Fund obtained financial and business-planning education in educational institutions of Alaska and England.

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**Source:** BISNIS Representative in Yuzhno-Sakhalinsk. In case of difficulty contacting the company, send information via BISNIS representative at email: [bisnisYS@fraec.org](mailto:bisnisYS@fraec.org), satellite fax +7 (509) 95 1540 (accessible through SPRINT).

**LeadLink,** <http://www.bisnis.doc.gov/bisnis/lead.cfm?392>

## **UKRAINE**

**Industry:** Electrical Equipment

**Company:** Dyzelny Zavod

Dyzelny Zavod was established in 1966 and privatized in 1998. The company specializes in truck repair and boiler manufacturing. The company owns 50,000 sq.m. of production and office space. Its annual sales total US\$1.3 million, with 75 percent sales to state companies. The company plans to expand business to include manufacturing high-quality boilers and their distribution in Ukraine.

The company seeks to purchase (on leasing terms) a production line for manufacturing high-quality, automated boilers of approximately 30 kWt capacity, using modern U.S. technology. The company is willing to provide additional information on request in Ukrainian or Russian.

**Contact:** Heorhiy Vitriak, Chair of Board

Oleksij Solovjov, Chief Engineer

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**Source:** BISNIS Representative in Ukraine

**LeadLink,** <http://www.bisnis.doc.gov/bisnis/lead.cfm?364>



**Industry:** Petroleum Products Retailing

**Company:** Ukr Eksim Naftoprodukt

Ukr Eksim Naftoprodukt was established in 1998. The company specializes in petroleum products trading. Its sales in 1999 totaled US\$5.6 million. The company has international business experience in importing Russian petroleum products. Since the Ukrainian petroleum products market is profitable and most Ukrainian petroleum retailers provide services of low—as compared to the U.S. standards—quality, the company plans to expand its business to include petroleum products retail (gas stations).

The company seeks a joint venture or a licensing agreement (for approximately 3 years) with a bank guarantee with U.S. suppliers of gas-filling station equipment or U.S. investment institutions. A business plan in Ukrainian and English is available upon request.

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**Source:** BISNIS Representative in Ukraine

**LeadLink,** <http://www.bisnis.doc.gov/bisnis/lead.cfm?363>



**Industry:** Chemicals/Automotive

**Company:** PlazmoTekhnika

PlazmoTekhnika was established in 1990. The company specializes in manufacturing spark plugs and their parts, and car batteries. The company has a 1,800 sq. m. fully equipped industrial works. Its annual sales total US\$100,000 in 1999. The company has 9 years of international business experience in exporting spark plugs and their parts to Russia and Israel. The company plans to expand its business to include the processing of old car batteries.

The company seeks a U.S. lessor of equipment for the processing of old car batteries (extracting chemical elements from them). The company is also interested in distribution of U.S.-made spark plugs and new car batteries.

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Interested companies may also contact:  
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**Source:** BISNIS Russian-language Website

**LeadLink,** <http://www.bisnis.doc.gov/bisnis/lead.cfm?406>

## **UZBEKISTAN**

**Industry:** Food Processing and Packaging

**Company:** Orzu Plastic

The Uzbek-Turkish joint venture Orzu Plastic was established in 1998 with a staff of 18. It is a private company. The company is mainly involved with production of polyethylene and polypropylene film used for packaging, as well as the production of packages of various sizes with multicolor flexographic printing. The company also provides packaging for foodstuffs. Annual sales for the year 1999 totaled 40 million soum for 20,000 kg of packaging products (US\$200,000 at the official rate of USD 1=200 soum). Orzu Plastic has cooperated with a number of foreign companies, including Umit Plastik Co.Ltd. (Turkey) and Renkplastik Co.Ltd. (Turkey).

Orzu Plastic is interested in creating a joint venture with an American company to develop a network of enterprises involved in production of agricultural products and their packaging; and to lease equipment for small- and medium-sized enterprises under a consignment agreement. The company can provide marketing services, professional staff, and partial financing. A business plan is available, along with the audit report for 1999.

**Contact:** Nodir Alimov  
5 Djami Street, Tashkent 700000  
Tel/Fax: +998 (71) 712-48-05-81  
Email: nalimov@central.nbu.com

**Source:** BISNIS Representative in Uzbekistan

**LeadLink,** <http://www.bisnis.doc.gov/bisnis/lead.cfm?367>



**Industry:** Transportation/Automotive Parts and Service

**Company:** Uzautotrans

Uzautotran has about 70,000 employees. The company used to be a Ministry of Transportation during Soviet times, and was transformed to the Uzautotrans joint-stock company in 1993, with only 25 percent of its shares owned still by the government.

Uzautotrans is interested in setting up joint ventures with U.S. companies to provide transportation and expeditionary services, manufacture automotive parts, and provide automotive repair services. The company needs the expertise and experience of the American partner to manage international cargo transportation and provide expeditionary services. The company's role in the proposed project is its existing resources, including production areas, service stations, labor, maintenance of the whole infrastructure, and the obtaining of favorable terms from the government, such as tax holidays and convertibility licenses.

Currently, the World Bank is preparing documents of announcing US\$35 million tender for purchasing over 500 buses and setting up service stations for the company. The company is interested in establishing a center for leasing new buses to local expeditors and private transportation firms. Interested parties can contact the company's department on Foreign Economic Activity, and obtain tender documents.

**Contact:** Timur Muslimov, Head, Foreign Eco. Activity Dept.  
39A Yaho Gulyamov Street, Tashkent 700000,  
Tel: +998 (71) 133-61-48  
Fax: +998 (71) 133-24-83

**Source:** BISNIS Representative in Uzbekistan

**LeadLink,** <http://www.bisnis.doc.gov/bisnis/lead.cfm?373>

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**202-482-2293** (fax)

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**Director:** Anne Grey

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## ***NOTICE***

BISNIS is pleased to gather and disseminate to U.S. companies promising ***Search for Partners*** leads from the NIS. Companies that wish to pursue these leads should directly contact the NIS company via the contact information listed.

BISNIS makes every effort to obtain valid contact information, but making contact with companies in many regions of the NIS can be difficult. Telephone calls to NIS companies may be hampered by the limited number of international and local lines in the NIS. Therefore, persistence is the key to contacting them via telephone. Additionally, not all NIS companies have fax machines that operate 24 hours a day. Sometimes several attempts may be necessary before a connection can be made. If you are having trouble reaching a company, try phoning/faxing at different times of the day, including during regular work hours (often 9AM to 6PM) in the region you are trying to contact.

**Note:** Although BISNIS representatives in the NIS occasionally provide last-resort assistance in contacting local companies listed in leads, BISNIS representatives in the NIS do not: provide additional market information in response to direct inquiries from U.S. companies, assist with negotiations, or conduct due diligence on local companies.

For additional commercial information about industries, regions, and companies in the NIS, contact BISNIS in Washington, D.C.